

Message Text

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ACTION NEA-11

INFO OCT-01 ISO-00 EB-08 /020 W
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TO USDOC WASHDC
AMEMBASSY ATHENS
INFO SECSTATE WASHDC 8591

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ATHENS FOR RTDO

E.O. 11652: NA
TAGS: ETRN, BTIO, SY
SUBJ: TRADE OPPORTUNITY-RAILROAD CARS-MAJOR PROJECT

1. EMBASSY HAS LEARNED FROM ALEPPO-BASED ENGINEERING FIRM THAT CHEMINS DE FER SYRIENNE, THE OPERATOR OF STANDARD GAUGE RAIL LINES IN NORTHERN SYRIA, WILL SHORTLY ISSUE THREE TENDERS FOR RAILROAD ROLLING STOCK. TENDERS WILL BE FOR FOLLOWING: 1200 BOX CARS OF VARIOUS TYPES; 140 TANK CARS, INCLUDING 80 FOR REFINED PETROLEUM PRODUCTS, 40 FOR CRUDE OIL, AND 20 FOR FRESH WATER; 51 SPECIAL TYPE CARS, INCLUDING 30 CEMENT CARRIERS. DEADLINES FOR SUBMISSION OF BIDS IS SEPTEMBER 5 FOR TANK CARS, SEPTEMBER 20 FOR BOXCARS, AND OCTOBER 5 FOR SPECIAL TYPE CARS.

2. TECHNICAL SPECIFICATIONS WILL INCLUDE FOLLOWING: WIDTH OF TRACK IS 1435 MM, CATEGORY C? CARS MUST HAVE AIR BRAKES. FURTHER SPECS WILL BE FURNISHED TO ACTION ADDRESSEES.

3. BID AND PERFORMANCE BONDS ARE EXPECTED TO BE FIVE AND TEN PERCENT RESPECTIVELY. PRICES MUST BE SUBMITTED
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FOR BOTH FOB AT PORT OF EMBARKATION AND C AND F LATTAKIA OR TARTOUS. DELAY PENALTY WILL BE ONE SYRIAN POUND PER THOUSAND PER DAY, NOT TO EXCEED 20 PERCENT TO TOTAL VALUE OF GOODS NOT DELIVERED. PREFERENCE IS EXPECTED TO BE GIVEN TO BIDS WHICH INCLUDE PAYMENT FACILITIES.

4. COMMENT AND ACTION REQUESTED: UPCOMING TENDER REPRESENTS MAJOR OPPORTUNITY FOR U.S. FIRMS. (IT SHOULD BE NOTED THAT GENERAL ELECTRIC IN 1975 SOLD TO THE SYRIAN RAILWAYS.) CONTEMPLATED PURCHASES REPRESENT 50 PERCENT EXPANSION OF RAILWAY'S CURRENT ROLLING STOCK. REQUEST ACTION ADDRESSEES CIRCULATE NEWS OF ABOVE OPPORTUNITY AMONG RELEVANT U.S. FIRMS. INTERESTED COMPANIES SEEKING FURTHER DETAILS SHOULD BE ADVISED TO CONTACT FOLLOWING FIRM WHICH HAS EXPRESSED INTEREST IN REPRESENTING U.S. FIRMS BIDDING ON RAILROAD TENDERS: SYROTEC, P.O. BOX 165, ALEPPO, SYRIA. TELEPHONE 17217 CABLE: SYROTEC, ALEPPO, ENG. ABDUL KARIM SHAMI.
PELLETREAU

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